

**REAL ESTATE COMMISSION MEETING April 21-23, 2015**  
**REPORT OF AUDITS SINCE October 19, 2014**

SPONSOR	AUDIT DATE	COURSE NUMBER, TITLE, DESIGNATION & DELIVERY METHOD	REASON FOR AUDIT	AUDITORS REPORT/COMMENTS	STAFF ACTION & SPONSOR RESPONSE	FOLLOW UP PLAN
MCKISSOCK LP	10/19/14	CE.5687000-RE HOW TO WORK WITH REAL ESTATE INVESTORS PART I 3 HOURS GENERAL INTERNET	Random Audit	1) Excellent course 2) Easy to complete, one of the best online courses. 3) This course was designed for a person considering working with investors. 4) The course was well written.	Letter to sponsor.	No response required.
REAL ESTATE SCHOOL OF NEVADA	12/09/14	CE.5846002-RE FORECLOSURE AND FORECLOSURE ALTERNATIVES 3 HOURS GENERAL INTERNET	Random Audit	1) An average course and poor delivery process. 2) The course did not merit the three hours. 3) The test was too simple. 4) In a limited way, the value of content provides another quiver of information agents provide to their clients. 5) Paid for course on Friday and did not have access to the course till Tuesday morning.	Sponsor has withdrawn, rewritten and resubmitted for new approval. Also, will fix technology issues.	Sponsor has responded to Division satisfaction.
THE CE SHOP, INC.	12/10/14	CE.5813000-RE ENHANCE YOUR BRAND AND PROTECT YOUR CLIENTS WITH DATA PRIVACY AND SECURITY 3 HOURS GENERAL INTERNET	Random Audit	1) Auditor rated course as "excellent" in all areas except resource material which was rated "not acceptable". 2) By resource material auditor meant: Content only mentions Nevada in 3 lists where each list has all the individual State laws, the information for record keeping is contrary to NRS. 3) There is minimal information that is valuable to an individual licensee, as much of the course was dedicated to real estate association management, employee security and office management. 4) The platform and technology that the class utilized was very good. There was a mix of voice over, written materials, links to helpful sites and interactive tasks for the student. 5) The site directs content questions to be asked to another area which looks like it's NAR, that does not provide an immediate response. 5) Three days after course completion, did not receive certificate. Was told that it was ran by NAR and The CE Shop provides the certificate when they are told. Actually took 13 days to receive the certificate.	Sponsor has temporarily removed the course from the website while the curriculum team review content for Nevada-specific content (the course is national). The site will take related inquires and make sure they are routed and responded to appropriately and in a timely manner. Response time within 24 hours. The Certificate issue resolved.	Sponsor has responded to Division satisfaction.

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REAL ESTATE SCHOOL OF NEVADA	12/11/14	CE.5843002-RE A BROKER'S JOB: MANAGEMENT & OVERSITE 3 HOURS BROKER MANAGEMENT INTERNET	Random Audit	1) An average to poor course. 2) This course did not mention once anything about Real Estate, Real Estate company's nor anything about managing Independent Contractors. It should not be designed as a Broker Management Class. 3) Problem signing back on and had to complete the course at a later time.	Sponsor has withdrawn, rewritten and resubmitted for new approval. Also, will fix technology issues.	Sponsor has responded to Division satisfaction.
CAREER WEB SCHOOL	01/06/15	CE.5811000-RE PREQUALIFYING YOUR BUYER IN TODAY'S MARKET 3 HOURS GENERAL INTERNET	Random Audit	1) The value of the resource materials was excellent. 2) Spent 4 1/2 hours on the course. After each subject there is a test. If all the questions are not answered correctly, the course re-starts. This marks this course very long. 3) It was tedious to go over the same material again and again. 4) There needs to be a method change in regards to missed questions. 5) Sponsor's Final Exam would scare the average student.	Letter to sponsor. Sponsor has reduced the course mastery 1, instead of mastery 2, and has reduced the final exam.	Sponsor has responded to Division satisfaction.
REALTY ONE GROUP	01/09/15	CE.5823000-RE 1031 TAX DEFERRED EXCHANGES 3 HOURS GENERAL CLASSROOM	Random Audit	1) An excellent course. 2) Covered the subject completely. 3) Careful explanations of technical materials done well. 4) The rules regarding Medicare tax was a surprise. Net Investment Income Tax (NIIT) May be subject to both taxes 3.8% NIIT and additional .9% Medicare Tax, but not on the same type of income. 5) Course ended 20 minutes early.	Letter to sponsor.	Sponsor has responded to Division satisfaction.
LIED INSTITUTE FOR REAL ESTATE STUDIES	01/15/15	CE.4139000-RE FORECAST 2015-SOUTHERN NEVADA'S COMMERCIAL MARKET LANDSCAPE 3 HOURS GENERAL CLASSROOM	Random Audit	1) Excellent 2) Out of the couple hundred that attended only about 25 asked for CE credit. 3) Very good information presented in a knowledgeable manner. 4) Experienced group of speakers. 5) Good, accurate information of past and present vacancies and future occupancy for industrial, office and retail properties and land prices.	Letter to sponsor.	No response required.

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TICOR TITLE OF NEVADA, INC	01/16/15	CE.5804000-RE COMMERCIAL AGENT BEST PRACTICES ON THE TRANSFER OF MANAGEMENT OF COMMERCIAL PROPERTIES 3 HOURS GENERAL CLASSROOM	Random Audit	1) An excellent class. 2) The instructor presented the data in a manner which was understandable and well received by attendees. 3) The instructor shared actual examples, and thus obtain the resulting input from commercial agents in attendance that resulted from book learning to actual. 4) This course could also be excellent for property management and broker.	Letter to sponsor	No response required.
REAL ESTATE SCHOOL OF NEVADA	1/23/2015	CE-5853002-RE I'LL MAKE YOU AN OFFER YOU CAN'T REFUSE 3 HOURS CONTRACTS INTERNET	Random Audit on 11/14/14. Commission requested another audit.	1) A poor course. 2) The course did not warrant 3 hours credit for contracts. 3) Internet delivery method is poor and needs to be improved, struggled to get past slide 11.	Sponsor has withdrawn, rewritten and resubmitted for new approval. Also, will fix technology issues.	Sponsor has responded to Division satisfaction.
REAL ESTATE SCHOOL OF NEVADA	01/26/15	CE.5842001-RE ETHICS - THE 3 R'S 3 HOURS ETHICS CLASSROOM	Random Audit	1) An average to excellent course. 2) The course merited the 3 hours, small group with a fair amount of participation from most of the class. 3) Since ethics are at the core of our industry, anytime spent discussing actual cases and real world situations is good for the industry, good as well for the general public. 4) Instructor did very well getting across the reasons and actions for good ethics, while at the same time providing ideas and concepts that if put into practice will help all licensees improve their chances of remaining in the industry. 5) A purist auditor might be unhappy about the lack of following the supporting materials line by line. However, the overall presentation, and mostly importantly, the volume of information provided by the instructor was outstanding and the end result is a very good class.	Letter to sponsor.	No response required.

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FIRST CENTENNIAL TITLE OF NEVADA	01/27/15	CE.5777000-RE A DAY IN THE LIFE OF A BROKER 3 HOURS BROKER MANAGEMENT CLASSROOM	Random Audit	1) An excellent class. 2) The instructor is very knowledgeable. 3) There were questions and healthy debate and yet the instructor remained in control. 4) Informed educated Brokers do a better job at representing and educating the public. 5) The instructor danced around a power outage issue for the first 45 minutes. She worked off the paperwork and did a great job. 6) The room was at full capacity. Discussed recent Real Estate Commission rulings and the essential need to supervise your agents and be selective in your hiring. The ability if a Broker does not renew his/her license and the risks of trust accounts. 7) This was a valuable course.	Letter to Sponsor	No response required.
REAL ESTATE SCHOOL OF NEVADA	01/27/15	CE.5853001-RE I'LL MAKE YOU AN OFFER YOU CAN'T REFUSE 3 HOURS CONTRACTS CLASSROOM	Random Audit	1) The course title misleading. 2) This course does not enhance the licensee's knowledge; unless you want to do it the instructors way without checking with your broker. 3) The instructor spent about 10 minutes talking about commissions and how to get an 8% commission (violates Sherman Antitrust). 4) In general the instructor is a smart guy, but needs to present a more neutral version of the industry. He needs to learn the finite points of the subject better.	Sponsor has withdrawn, rewritten and resubmitted for new approval. Also, will fix technology issues.	Sponsor has responded to Division satisfaction.

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KAPLAN PROFESSIONAL SCHOOLS	2/2/2015	CE.5723000-RE HOUSES: WHY BAD THINGS HAPPEN TO GOOD HOUSES OnDEMAND COURSE 6 HOURS GENERAL INTERNET	Random Audit on 12/10/14. Commission requested another audit.	<p>1) An average course.</p> <p>2) The course merited the hours and designation.</p> <p>3) The course details many components and the structure of properties a licensee might sell in a residential transaction.</p> <p>4) This course provides ways to handle common questions on repairs and structure without going outside the scope of the license. Also , it defines common abbreviations that are not widely known. This good information does not surface until hours 3 of the 6 hour course.</p> <p>5) This course highlights the need to identify courses by education/experience level. This would not be a good beginner course. In the first 2 hours, one could believe that they are viewing a home inspection or contractor class and the information presented could be incorrectly utilized by a licensee to give advice that is outside he scope of their license. Perhaps a disclaimer in the course download paperwork in bold letters and a disclaimer before the video begins. The instructor's advice/disclaimer in hour 3 is too deep into the program to be satisfactory.</p> <p>6) The course overview should be re-written to goal the student to learning information to better communicate with clients to better answer their questions and not to believe they have become an expert on construction. The course is structured to give information for the first 2 hours before beginning to discuss how this information could be used in a licensee's participation.</p> <p>7) There is a strong concern that this course would 1) not be understood by a beginner and 2) information could be dispersed by the licensee in a way that is not compliant. This course should be labeled "advanced" with a disclosure.</p>	Letter to sponsor. Sponsor has provided under their course expectations, that this is to be an advanced level course.	Sponsor has responded to Division satisfaction.

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KANDAS MYER	02/12/15	CE.412600-RE POSING FOR THE CENTERFOLD...DIVISION DISCIPLINARY ACTION 4 HOURS ETHICS CLASSROOM	Random Audit	1) An excellent class. 2) There was a lot of class participation and discussion. Everyone was very engaged throughout the entire class. 3) The instructor gave many examples and the attendees seemed to be interested, perhaps stunned by various cases. 4) The instructors skills as an educator was obvious. She was firm yet had a way of making everyone feel they could ask questions or add a comment. 5) Found it interesting that the instructor had visual slides if the students wanted to take notes that way and also had much of the information written out. She followed the outline and yet was able to be flexible and get right back on track if the subject changed due to a question.	Letter to sponsor	No response required.
BOARDWALK EDUCATIONAL SYSTEMS	02/13/15	CE.3272001-RE ESCROW/SUCCESS 3 HOURS GENERAL CLASSROOM	Random Audit	1) An excellent class. 2) Although the escrow process is structured, the instructor added detailed possible scenarios that could happen. 3) The instructor encouraged going to sign with the client. The public would be better served if they had the support of the agent present. 4) Covered all of the material in the hand out and stuck to the time frame. 5) This class was about a subject that really is quite basic. However, necessary, especially for newer agents. 6) The instructor is especially skilled in opinions of communicating which he interjected throughout the class. It did jazz up the "basic" of the escrow process.	Letter to sponsor	No response required.

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MCKISSOCK LLC	02/16/15	CE.4135000-RE HOW IS THE LEGALIZATION OF MARIJUANA AFFECTING THE REAL ESTATE MARKET 3 HOURS GENERAL INTERNET	Random Audit	<p>1) An excellent course.</p> <p>2) Asked a question concerning the wording of the quiz and received a response within 24 hours from a Realtor who agreed with my remarks and made an adjustment to the quiz.</p> <p>3) With several states legalizing medical and/or recreational use of marijuana it is going to be imperative for real estate licensees to become familiar with the hierarchy of Federal Laws interacting with State and Municipal Laws and zoning. The licensee is going to need to understand this hierarchy in order to keep him/herself on the right side of the law and when to advise a client to seek competent legal advice.</p> <p>4) The links embedded in the course material to outside sources found to be useful and added value to the written material that was presented.</p>	Letter to sponsor.	No response required.
STEVEN KITNICK SEMINARS	02/18/15	CE.4144000-RE BUYER AGENCY IN NEW HOME SALES 3 HOURS AGENCY CLASSROOM	Random Audit	<p>1) An excellent class.</p> <p>2) The law of agency is the backbone of real estate agents. Representation is what real estate agents do and this class puts an emphasis on the duties owed to the public.</p> <p>3) The instructor was very thorough in explaining the laws of agency using visual aid and examples. He has an excellent way of holding the attention of and generating input from the participants.</p> <p>4) There were two companies marketing products. a title company and a home builder. They both were brief and both tied in with the agency course. The title company's escrow officer spoke on how she could help the agent explain the escrow process. The builder's representative would help the agent explain the builders Purchase Agreement, other documents and information.</p>	Letter to sponsor	No response required.

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STEVEN KITNICK SEMINARS	02/19/15	CE.4145000-RE AVOIDING EARNEST MONEY DEPOSIT DISPUTES 3 HOURS CONTRACTS CLASSROOM	Random Audit	1) An excellent class. 2) Very positive responses, content was well received by the licensee's. 3) The instructor emphasized that agents should not give legal advice and that agents can reduce earnest money deposit (EMD) disputes through a better understanding and better communications. 4) This course and the content are right on target, especially for this market. 5) This course takes a fresh look at a purchase contract by a thorough examination of how EMD impacts the contract/transaction impacts EMD and potential EMD disputes, which often end up in mediation and/or small claims court.	Letter to Sponsor	No response required.
FIRST CENTENNIAL TITLE OF NEVADA	02/19/15	CE.5776000-RE SELLER'S EXPECT WHAT? 3 HOURS AGENCY CLASSROOM	Random Audit	1) An excellent class. 2) The instructor has practical experience with Buyers and Sellers and very knowledgeable. 4) Lots of basic examples and scenarios of what can and does happen. 4) First Centennial Title gave a quick escrow tip when introducing the instructor. 5) Packets were placed on the tables prior to class which expedited the check in and ensured there was no disruption of having a student get up to get one if it was missed at check in.	Letter to sponsor	No response required.



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STEVEN KITNICK SEMINARS	02/20/15	CE.4146000-RE FIRPTA: FOREIGN SELLERS & UNCLE SAM 3 HOURS GENERAL CLASSROOM	Random Audit	1) An excellent class. 2) Real estate scenarios should have been discussed throughout the class to highlight teachable moments and not left to the end. 3) There were two occasions when marketers spoke. The first was a builder who spoke for 6 minutes followed by a minute of questions. The second was a title company who spoke for 5 minutes. 4) Instructor made attempts to limit marketers. Should consider time and limitations on the number of marketers. Instructor did an excellent job of maintaining class control despite obstacles. 5) Class was at its best when instructor gave facts followed by instructor directed questions and answers.	Letter to sponsor	No response required.
REAL ESTATE SCHOOL OF NEVADA	2/23/2015 Received 3/2/2015	CE.5845001-RE AGENCY RELATIONSHIP & THE LICENSEE 3 HOURS AGENCY CLASSROOM	Random Audit	1) An excellent class. 2) This subject is most helpful to the RE agent as a protection if used correctly. If the client is aware of the agency relationship, they are more loyal to their agent and can trust agent to perform with the clients best interest. 3) The instructor was very good at giving examples of problems that could arise when we fail to establish agency with clients. He did not go through the NRS 645.0045 point by point, rather it was discussed throughout the allotted time using various scenarios. 4) All points were covered, just not in outline format.	Letter to sponsor	No response required.